

Message Text

CONFIDENTIAL

PAGE 01 STATE 173817

73

ORIGIN SS-30

INFO OCT-01 ISO-00 /031 R

DRAFTED BY EB:TOENDERS:BM

APPROVED BY EB - THOMAS O. ENDERS

S/S-O: L. MATTESON

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R 090035Z AUG 74

FM SECSTATE WASHDC

TO AMEMBASSY GEORGETOWN

C O N F I D E N T I A L STATE 173817

EXDIS

E.O. 11652: GDS

TAGS: EMIN, GY

SUBJECT:REYNOLDS NEGOTIATION

REF: GEORGETOWN 1372

1. ENDERS CALLED CHAIRMAN REYNOLDS OF REYNOLDS ALUMINUM THIS AFTERNOON TO SUGGEST THAT HE EXPLORE AN OFFER TO GUYANA OF 51 PERCENT PARTICIPATION WITH REYNOLDS RETAINING MANAGEMENT CONTROL AS A POSSIBLE SWEETNER IN THE GEORGETOWN NEGOTIATIONS. ENDERS POINTED OUT THAT OPIC WOULD HAVE NO OBJECTIONS TO THIS APPROACH, WHICH WOULD NOT IMPLY OPIC'S CONTRACTUAL CONSENT TO ANY FORMULA.

2. REYNOLDS SAID THAT HE COULD LIVE WITH A FORMULA OF THAT KIND, BUT THOUGHT THAT MANAGEMENT CONTROL WAS A POLITICAL OBJECTIVE OF THE GUYANA GOVERNMENT WHICH IT WOULD FIND PARTICULARLY DIFFICULT TO GIVE UP. HOWEVER, IF GUYANA DID NOT REJECT OUT OF HAND COMPANY'S REVENUE OFFER TABLED TODAY, REYNOLDS WOULD BE READY TO EXPLORE THIS ADD-ON.

3. WOULD APPRECIATE YOUR READING OF HOW IMPORTANT GOAL OF MANAGEMENT CONTROL IS TO GUYANA GOVERNMENT. KISSINGER

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Message Attributes

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